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Press release

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Change of generations at DSV subsidiary:

Niklaus Santschi (47) will become chairman of the board at B+S Card Service

Change of the board at B+S Card Service, leading card acceptance service provider and full subsidiary of the DSV Group (Deutscher Sparkassenverlag): Swiss payment expert Niklaus Peter Santschi has been assigned as member of the board from 1 January 2017. He will succeed Jürgen Schneider (63) to the office. Dr. Frank Isfort (48), who has been part of the double-headed since 2013, will remain head of the commercial sector.

Ilg: With Mr Santschi, B+S can welcome an international expert

Professor Michael Ilg, chairman of the board at DSV Group and chairman of the supervisory board at B+S Card Service, is pleased with Santschi's decision. "Mr Santschi's acclaimed expertise especially in the fields of payment, digitization and strategy, his B2B know-how and long-term knowledge as a leader in international top positions makes him the right choice for B+S to deal with the recently changed market conditions we have experienced." The regulatory

framework set by the EU have unified the European acquiring market. This will lead to an intensified competition, Ilg explains. “Together with Frank Isfort, Niklaus Santschi will further develop B+S strategically for our goal of strategic growth in the European context.”

Santschi: Taking chances for a better future

Niklaus Santschi looks forward to his new tasks at the helm of B+S. “Aside from an intensified competition digitalization will be a key element of our new service and business models. In this context also the market needs are a subject of change. I am looking forward to these challenges of further developing our services and payment solutions together with our team and thus meeting the requirements of growing demands of our clients within and beyond the Sparkassen-Finanzgruppe.”

Santschi, father of three, studied economic history and European law in Zurich and Heidelberg and started his career at several international financial service providers like Eurocard and Payserv. Having worked in leading positions at Telekurs AG, Santschi reached top positions at the Swiss SIX Group, a leading European payment service provider, following the takeover of Telekurs in 2008. At SIX Group, he was member of the board as well as CEO of the division SIX Payment Services.

Ilg: Schneider has restored old strength at B+S

According to Michael Ilg, the foundation of these perspectives has been laid by Jürgen Schneider. “At the beginning of 2013 my former CEO partner at DSV possessed the bravery of getting at the helm at B+S which was facing challenging times. Within a short period of

time, Schneider and Isfort have managed to realize a risk-oriented adjustment of the B+S business model. Thus B+S has reached a position of strength that enables the company to successfully deal with the new challenges. For this reason I and the DSV Group cordially thank Jürgen Schneider. After 15 years of service in several leading positions at Sparkassen-Finanzgruppe, the trained captain will end his career and heads into his home port. We wish him all the best for the future.”

Editorial Note:

For portraits of Mr Niklaus Santschi and Mr Jürgen Schneider please refer to:

www.dsv-gruppe.de/presse/fotos/personen-tb/index.htm

B+S Card Service

With over 25 years' experience and about 250.000 customers, B+S is one of the most experienced and largest service providers for cashless payment solutions at point of sale as well as e-commerce. Partners and customers of B+S receive the most reliable technical infrastructure (payment terminals and state-of-the-art network operation services, for example) with two data centres for transactions. A complete team guarantees full service for cashless payments.

Cooperating Sparkassen can choose a solution that best meets their needs: from acquiring to commercial network service with an account system for individual conditions. With the independent and exclusive distribution and service unit, Sparkassen-Händlerservice, institutes can offer their clients a business account and financing as well as expertise in cashless payments. Thus it is possible to bundle the complete value-added chain in electronic payments under the independent brand with intensive customer retention. Using campaigns on a regular basis, S-Händlerservice actively supports the sales department. With these campaigns every Sparkasse can address their merchants individually and according to their needs. This includes cam-

paings supporting the use of cards for payment and generating revenues as well as cross-selling campaigns to access market potentials. The conception of every activity is individually adapted to the campaigns of the DSGV Acquiring Campaign.

In the course of a European alignment, B+S has been offering Europe-wide electronic payment solutions to their business customers for years. With our Belgian subsidiary B+S Payment Europe, founded in 2014, we focus on international business. Thanks to transborder market presence customers receive real value through harmonized solutions, a consistent service level, highest flexibility, and best-fitting conditions.

DSV Group (Deutscher Sparkassenverlag)

The DSV Group, consisting of Deutscher Sparkassenverlag and its subsidiaries and associated companies, generates annual sales of EUR 841.2 million (2015).

As a specialized solution provider, the DSV Group provides the institutions and associations of the Sparkassen-Finanzgruppe (Savings Banks Finance Group) with both analog and digital media content. Electronic forms and advisory systems, technical equipment, and bank cards round out this product range. The spectrum of products and services is enhanced by IT-supported services, payment solutions, Web sites, and all-around agency services, including communications plans and PR events.

The company has approximately 2,200 employees, and its headquarters are located in Stuttgart-Vaihingen. The DSV Group also operates a large number of offices in other cities across Germany.